

DRAFT: JQReber/cw
15 August 1957

Dear Dick,

As I have been explaining to you in our recent conversations, [REDACTED] is proposing to undertake studies in the information recovery and document processing field which naturally must include refined types of indexing. In recent years there has been considerable activity in various quarters of this country seeking the application of electronic, photographic, and mechanical principles to these problems. To my knowledge, none of these has satisfactorily answered the needs of both industry and government where large masses of data or large masses of literature, frequently in different languages, are involved. There are, however, certain recent advancements in various technical arts, including particularly materials for large capacity memories, which lead us to believe that, if they are properly combined in a machine system, they might lead to solutions to this problem.

I was very pleased to learn recently of your current plans to establish a company which would make as its major interest the development of equipment pointing in the direction of solutions to the problems discussed above. In view of the fact that some time may

25X1C be required to get your company established and operating, it has
occurred to me, and I have discussed this with the Board of Directors
of [REDACTED] that you might be willing to serve
25X1C as a consultant to [REDACTED] in regard to our
projects in this field, some of which are of interest to the United States
Government and are classified. I have in mind that you would give a
portion of your time as a consultant in an amount you feel permissible
in view of your obligations to your colleagues in your business venture.
Some travel would be required.

The Board of Directors of [REDACTED] 25X1C
and I are, of course, aware that the outcome of the studies now under
way and on which you would be consulted might well be of considerable
interest and possibly eventually profit to your new venture. You, of
course, understand that [REDACTED] is a nonprofit 25X1C
organization and that the studies produced by [REDACTED] which are 25X1C
unclassified are made available to the public and naturally, therefore,
would be made available also to your possible competitors. In the case
of classified elements of the project, I would assume that your company,
when established, would be in a position to make bids along with other 25X1C
companies for any contracts which the United States Government or [REDACTED]
[REDACTED] might have occasion to require.

25X1C

I would very much appreciate your giving this consideration as promptly as possible, and it is my hope that your colleagues would see fit to agree that this would be a desirable expenditure of your time and would be mutually beneficial. I would like to repeat that in order to get these projects going we urgently need a man of your qualifications now and particularly for the next ninety days, though your consideration of this matter should embrace the possibility of a continuing consultant's role with minor intensity over an indefinite period of time. If you are unavailable, it would be helpful to us if you would let me know immediately inasmuch as we must then look elsewhere to meet this need.